**1. Suppliers can add a list of ‘trusted referrals’ to their profile and to specific project bids**

*Q: Who are the ‘trusted referrals’?*

Trusted referrals are people that have worked with a supplier before (i.e previous customers and clients) and have agreed to be listed as a trusted referral.

A potential customer can then view and contact (through Pundit) the trusted referral to get feedback on the quality of the supplier.

*Q: Is this the same as the preferred provider functionality that we currently have now?*

No – a preferred provider is a supplier that sits on a tendering panel for a customer – it does not follow that the client will also be a trusted referral for the supplier

**2. Customers can view details and easily contact trusted referrals**

*Q: These trusted referrals will have their own profile page?*

No - more of a direct messaging function.

Initially it could be as simple as a hover over with company name, contact name, contact email and contact phone number

Down the track we could include other engagement tools – rating, thumbs up or down etc

**3. Allow a supplier to invite another supplier to join a consortium**

*Q: What is a consortium?*

It is when more than 1 supplier are listed on the one project bid

*Q: How and where can they create a consortium?*

They can:

* Initially they can search advisers (in the same way a customer can) and invite them to be a consortium partner for a particular project
* Down the track we would want them to be able to post a consortium offer to the supplier marketplace (don’t need this in current scope though)

*Q: What are the features of a consortium?*

It is simply creating a project team from other suppliers in the marketplace.

So when a customer reviews the bid, they see all the suppliers that will be responsible for delivering the project.

*Q: Does this have an admin?*

No.

**4. Allow a supplier to bid on a project as part of a consortium.**

*Q: Can a project be posted exclusively in a consortium?*

No.

**5. Allow a supplier to add ‘stand offers’ to their profile from which a customer can view and communicate with a provider on**

*Q: What is ‘Standing offers’?*

It should be ‘standing offers’.

If a supplier offers a particular service with a fixed fee and scope (e.g. a Marketing Plan) then they have the ability to attached a description and budget for this service to their profile.

Customers can then search and review these offers.

Customers can then ask a supplier to submit a standing offer as a formal project bid direct to the customer.

*Q: Is this only applicable to the suppliers?*

Yes

Please find below my understanding on our chat earlier. Let me know if there are some things that needs to be corrected.

**User**

—> Is this the Member Connect partner (GROW)?

No – this is any individual – they are gong to register in the marketplace as either a supplier or customer.

GROW is an example of a partner.

**Customer**

 —> Posting/Managing the projects

**Customer Profile**

—> Is this the existing customer profile that we currently have now?

Basically, but it will require some minor enhancements

**Supplier**

—> who is the supplier?

People offering services to other businesses

**Category 1 - 7**

—> These are the Consulting Services (Consultants, Advisers or Preferred Providers)

* Construction and facilities maintenance
* Professional and ICT Services
* Social Enterprises
* Manufacturing
* Administration & Support
* Health Care & Social Assistance
* Waste collection, treatment & disposal

**Sub Categories**

—> Professional services (Pundit categories that we currently have now and we’ll add more categories later on)

That is right – there may be a requirement for subcategories under each of the other 6 categories identified above.

Professional and ICT Services will by far have the most subcategories though

**SC Profile**

—> We’ll need to add profile for each sub-categories?

No – there will need to be different templates for different user profiles under different categories.

There will be overlap though, so I don’t expect it to be 7 different supplier profile categories – perhaps 3.